



**AHK**

Deutsches  
Wirtschaftsbüro Irak  
مكتب الأبحاث الاقتصادية للتجارة والصناعة في العراق  
توسيع نطاق المعرفة المهنية في العراق  
والتعاون مع خبراء

## Business Guide

# Healthcare Sector Iraq

## Strengthening Iraq's Healthcare Sector with German Expertise



**# Partner For Innovation**



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For further information, please get in touch with us.

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# Introduction



## **Overview of the Health Sector in Iraq**

The health sector in Iraq is undergoing significant transformation, driven by public and private investments aimed at rebuilding and modernizing the infrastructure. Despite the challenges, the government is firmly committed to enhancing healthcare services and accessibility. This presents a unique opportunity for foreign companies, particularly from Germany, to contribute to and benefit from Iraq's growing health sector.



# Overview



<b>Introduction</b>	<b>1</b>
<b>Overview</b>	<b>2</b>
<b>Current State of the Health Sector</b>	<b>3</b>
<b>Market Opportunities</b>	<b>7</b>
<b>Investment Environment and Incentives</b>	<b>13</b>
<b>Success Stories and Case Studies</b>	<b>14</b>
<b>How to Get Started</b>	<b>20</b>

# Current State of the Health Sector



## Hospitals and Clinics

Iraq has a mix of public and private healthcare facilities. The government has been working on reconstructing and upgrading damaged or neglected hospitals and clinics. Current efforts include renovating existing facilities and building new hospitals to meet the growing demand for healthcare services.

### Key figures:

- Number of Hospitals: 229 (public) and 118 (private)
- Number of Clinics: Over 1,200
- Population: 44,414,800 For 2024

# Healthcare Infrastructure



#PartnerForExport

## Medical Equipment and Technology

There is a pressing need for modern medical equipment and technology to improve diagnostic and treatment capabilities.

### Key figures:

- Modern Equipment Deficit: 40% of hospitals lack advanced diagnostic tools
- Annual Spending on Medical Equipment: \$500 million (projected to increase by 15% annually)

# Human Resources



## Medical Professionals

Iraq faces a shortage of trained healthcare professionals. Efforts are underway to improve medical education and training programs.

### Key figures:

- Doctors per 1,000 People: 0.8 (compared to the global average of 1.5)
- Nurses per 1,000 People: 1.6

# Healthcare Services



## Primary Care

The primary healthcare system is being strengthened to provide better preventive and basic healthcare services.

### Key figures:

- Immunization Coverage: 75% (aiming for 90% by 2025)
- Maternal Mortality Rate: 50 per 100,000 live births (down from 84 in 2010)



## Specialized Care

Specialized medical services, including oncology, cardiology, and neurology, are in demand.

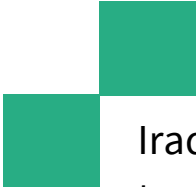
### Key figures:

- Cancer Incidence Rate: 118.6 per 100,000 (expected to rise)
- Cardiovascular Disease: Leading cause of death (32% of all deaths)





# Market Opportunities for German Companies



Iraq's healthcare sector is ripe with opportunities for German companies to make impactful contributions and achieve significant growth. The country's ongoing efforts to rebuild and modernize its healthcare infrastructure, combined with the government's commitment to improving healthcare services, create a favorable environment for investment.

**Key Sector Points:**

- Medical Equipment and Technology
- Pharmaceuticals
- Healthcare Infrastructure Development
- Training and Capacity Building
- Telemedicine and E-Health



## Medical Equipment and Technology

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German companies can provide hospitals and clinics with state-of-the-art medical equipment and technological solutions.

### **Opportunities:**

- **Imaging Devices:** There is a high demand for MRI machines, CT scanners, and ultrasound devices.
- **Surgical Instruments:** Advanced surgical robots and minimally invasive surgical instruments are needed.

### **Market Potential:**

- **Market Size for Medical Equipment:** \$1 billion by 2025
- **Growth Rate:** 12% CAGR



# Pharmaceuticals

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There is a growing need for high-quality pharmaceuticals.

## **Opportunities:**

- Local Manufacturing: Potential for setting up manufacturing plants.
- Distribution Networks: Establish robust distribution networks.

## **Market Potential:**

- Pharmaceutical Market Size: \$2.5 billion (projected to reach \$4 billion by 2025)
- Growth Rate: 10% CAGR



## Healthcare Infrastructure Development

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German expertise in hospital design, construction, and management can support the development of modern healthcare facilities in Iraq.

### **Opportunities:**

- Turnkey Projects: Providing end-to-end solutions for hospital construction.
- Facility Management: Offering services for efficient management and maintenance.

### **Market Potential:**

- Infrastructure Investments: \$1.2 billion in ongoing projects
- Future Projects: An additional \$800 million is projected by 2025



## Training and Capacity Building

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Opportunities exist for German educational institutions and professional organizations to offer training programs for Iraqi healthcare professionals.

### **Opportunities:**

- Medical Training Programs: Developing comprehensive training programs.
- Workshops and Seminars: Conducting workshops on the latest medical advancements.

### **Market Potential:**

- Training Market Size: \$100 million annually
- Growth Rate: 8% CAGR



## Telemedicine and E-Health

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With the advancement of digital technologies, telemedicine and e-health solutions can bridge the gap in healthcare access.

### **Opportunities:**

- E-Health Platforms: Developing integrated e-health platforms.
- Mobile Health Applications: Creating mobile apps for health information and consultations.

### **Market Potential:**

- E-Health Market Size: \$150 million (projected to double by 2025)
- Growth Rate: 20% CAGR



# Investment Environment and Incentives

## Government Initiatives & Partnership Opportunities

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### Government Initiatives

#### Regulatory Reforms

- The Iraqi government is implementing reforms to create a more favorable business environment.

#### Incentives:

- Tax Breaks: Up to 10 years for foreign investors
- Reduced Tariffs: On medical equipment and pharmaceuticals

### Partnership Opportunities

#### Public-Private Partnerships (PPP)

- The government encourages PPPs to leverage private sector expertise and investment.

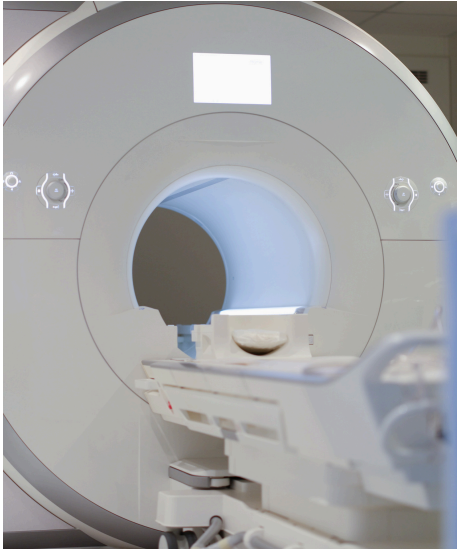
#### Examples:

- Basra Children's Hospital: A successful PPP model
- Joint Ventures: Collaborative projects with local companies

# Success Stories and Case Studies



## Top 3 Success Stories of German Companies in Iraq's Healthcare Sector



### 01 Siemens Healthineers

Siemens Healthineers has brought state-of-the-art imaging technology to Baghdad, revolutionizing patient care and diagnostic accuracy.

**Impact:**

- Improved diagnostic accuracy and speed.
- Enhanced patient satisfaction with quicker and more reliable diagnostic services.



### 02 B. Braun's dialysis center

B. Braun's dialysis center in Erbil is a testament to our commitment to enhancing healthcare access and quality in Iraq.

**Impact:**

- Increased access to advanced dialysis services.
- Improved patient outcomes and quality of life.
- Strengthened healthcare infrastructure in the region.



### 03 Dräger: (ICUs) in Mosul

Dräger's contributions have been crucial in upgrading ICU facilities in Mosul, ensuring better care for critically ill patients.

**Impact:**

- Improved critical care services and patient outcomes in ICU settings.
- Enhanced readiness to handle medical emergencies and critical conditions.





## Exclusive Interview

**Dr. Zaid Alnewaini**

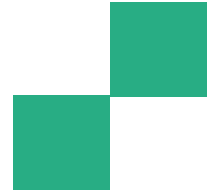
**German Oncology Center CEO**

Dr. Zaid is the CEO of the German Oncology Center in Iraq and holds a PhD in medical physics and radiation therapy from Heidelberg University. With a background in medical school, he leads developments in healthcare and international collaborations to raise standards with German healthcare companies.

### **01** "What are your hospital's main challenges regarding infrastructure and medical equipment?,"

We have generally overcome many challenges in this area. However, obtaining official approvals from relevant government departments is time-consuming and involves complex procedures. Additionally, there are challenges in equipment procurement and shipping delays, taxes, and fees.





## 02 "What medical equipment do you lack or need to be updated in your hospital?,,

In addition to equipping our hospital with modern diagnostic and therapeutic devices in general surgery, gastrointestinal surgery, orthopedic surgery, laparoscopic surgery, obstetrics and gynecology, and urology, the center needs specific medical devices in cardiac surgery, interventional cardiology, and neurosurgery. We also need updates for our linear accelerator for radiotherapy and a PET-CT scanner.

## 03 "How would you describe the condition of the devices and medical technology used in your hospital?,,

The center adheres to the use of internationally sourced medical devices employing the latest medical and technological advancements produced by reputable specialized companies such as Siemens and Philips. Devices are equipped with new models rather than refurbished or reconditioned ones.





## **04 "What are your biggest challenges in training and employing medical staff?,"**

The major challenge in medical staffing lies in the conflict between the public and private sectors. This necessitates specific working conditions, such as reliance on retirees or obtaining special work approvals for public-sector employees to work in the private sector. This requires significant effort and time, in addition to scheduling staff to organize longer working periods.

We face shortages in some medical specialties, such as diagnostic radiology and oncology, and in some nursing staff, exclusively due to their commitment to public sector work.

We provide staff training, but there is a need for training courses and workshops limited to the public sector, with no permission for similar training courses to be hosted by the private sector.

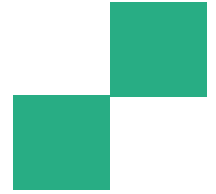
## **05 "What are your hospital's basic training needs for doctors and nurses?,"**

Patient safety course, medical ethics and patient rights, infection control, CBR course.

## **06 "Do you run training programs in partnership with international or local institutions?,"**

Yes, the center plays a significant role in continuous medical education (CME). It conducts specialized courses and workshops in diagnostic radiology, radiation therapy, medical physics, radiation protection, and laboratory science in partnership with international institutions such as the Institute of Radiation Therapy in Florida and Iraqi private universities such as Al-Hilla University and the University of the Future.





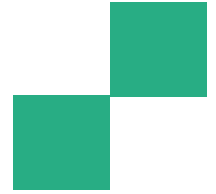
## 07 "How can foreign companies help improve the training of medical staff in your hospital?,"

Yes, this is done through training medical staff on equipment provided by the center and contracted with and through the services of companies when selling devices to us. Our staff was dispatched to Berlin, Germany, France, India, and Turkey to receive training and rehabilitation to work on medical devices and keep pace with technological developments.

## 08 "Do you use any electronic health platforms or electronic health records?,"

Yes, there is more than one electronic program to record patient data, including a program specialized in radiation therapy to organize patient information during and after radiation therapy equipped by Verian Company and a special LMS program for managing medical laboratories. The center is developing these programs through the HIS program that connects all medical, technical, and administrative center units.





## **09 "What role does digital technology play in improving healthcare services in your hospital?,,**

Yes, there is a specialized unit for information and communication technology with specialists working on monitoring programs and applications for medical devices where device data is stored in servers with large storage capacities. Our center relies on a cloud storage system, a cloud computing model that allows data and patient files to be stored for long periods, and unlimited data storage through the cloud computing provider, which you can access via the public Internet or private network connection.

Electromechanical systems are also based on electronic programming, such as internal communication, fire alarm, and control systems, through many surveillance cameras.

## **10 "What are your needs in the field of e-health and telemedicine?,,**

Our center is the only one in Iraq to provide telemedicine and was a pioneer in providing diagnostic radiology services through joint medical cooperation with counterpart hospitals in Germany, such as the University hospitals of Tübingen and Heidelberg, a service available to all Iraqi patients.

## **11 "In which areas do you think German companies can significantly contribute to your hospital?,,**

Everyone knows that German companies are considered the world's leading companies, especially in the medical and technical fields. Therefore, working together in common interests is essential to promote Iraqi medical reality and develop capabilities through the latest medical technologies.



# How to Get Started in the Iraqi Market



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**Let us help you to an easy Market Entry, offering you.**

- **Market Research**
- **Local Partnerships**
- **Compliance and Regulations**
- **Business Matchmaking**
- **Commercial Mediation**
- **Market Information and Insights**
- **Networking and Events**

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## Platinum Partners



## Gold Partners



## Silver Partners





The health sector in Iraq offers substantial opportunities for German companies to make impactful contributions while achieving significant business growth. By leveraging Germany's strengths in medical technology, pharmaceuticals, and healthcare services, companies can play a vital role in Iraq's healthcare transformation.

# Strengthening Iraq's Health Sector with German Expertise

## Sources:

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**World Health Organization (WHO):** Iraq Health System

**UNICEF:** Iraq Health Statistics

**The Health Ministry of Iraq**

**Siemens Healthineers:** Projects in Iraq

**B. Braun:** Healthcare Projects in Iraq

**Dräger:** ICU Upgrades in Iraq

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